



Attention
Lanny Wolfe

L. T. Wolfe #1240
Account Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08817
609-225-4774 Fax 609-417-9076
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August 26, 1996

SUSPENDED

RE: SP-96

BY

9-13-96

cc: 1636-DM

1

P&A Coordinators: 1210, 1310, 1610

Distribution: All Sales Reps With "Focus" Displays

1221/01, 02, 04, 05, 06 1226/04, 09 1330/01, 08 1636/01

Re: Compliance of "Focus" Displays and Advertising

Ladies and Gentlemen:

As you know Middlesex Tobacco has established an accrual program to maximize sales of "Focus" in retail stores carrying this Forsyth brand. Any store carrying "Focus" that maintains a "Focus" display and "Focus" advertising receives 50¢ per carton monthly accrual from Middlesex Tobacco.

Your assistance is needed to determine if displays and advertising are up in the stores on the attached list. Please note on the list if:

Store #238000

Vernon Drug

100 Rte 33

Vernon, NJ 07046

1. Store has a "Focus" display NO

163601

Wolfe, L

78832

2. Store has any "Focus" advertising NO

Please complete and return to me no as soon as possible, but no later than
September 13th. Your help is appreciated.

Sincerely,

Lanny

Lanny T. Wolfe

Attachments

51850 3344